Joint Ecosystem Workshop

Accelerating Entrepreneurship in Myanmar and Across Asia

27th February, 2019
Yangon, Myanmar

#LIFTimpact
About Nexus/ANDE Joint Workshop

Curious who attended? Click here for the participant list

- 95 Participants
- 77 Organizations
- From over 10+ Countries
About ANDE

The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits.

See ANDE members map HERE>>

- 290+ Members
- 8 Regional Chapters
- Over 150 Countries
- 91000 SGBs

Learn more at andeglobal.org
About Nexus for Development

Nexus is an international NGO founded on the principles of sustainable development. Nexus provides access to finance for entrepreneurs across Asia by creating and managing innovative funds and facilitating dialogue. Our work fosters improved collaboration between social enterprises and financiers.

Knowledge
We manage a network of 20 NGOs and social enterprises who work to deliver low-carbon solutions in Asia to vulnerable populations. Our Leveraging Innovative Finance Together (LIFT) program promotes mutual understanding between financiers and entrepreneurs providing clean energy, water and sanitation solutions.

Finance
We develop and manage innovative financing solutions and work with a range of partners to address poverty as well as climate change mitigation. Our funds help to overcome market barriers and financing gaps. For example, the Pioneer Facility blends traditional development funding, debt finance and impact investment.

<table>
<thead>
<tr>
<th>stakeholders</th>
<th>165</th>
</tr>
</thead>
<tbody>
<tr>
<td>working in Asia</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>tonnes</th>
<th>5M</th>
</tr>
</thead>
<tbody>
<tr>
<td>of CO₂ reduced</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>individual beneficiaries</th>
<th>2.3M</th>
</tr>
</thead>
<tbody>
<tr>
<td>from supported projects</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>finance mobilized</th>
<th>$11M</th>
</tr>
</thead>
<tbody>
<tr>
<td>for NGOs, Social Enterprises and entrepreneurs</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>co-benefit value</th>
<th>$512M</th>
</tr>
</thead>
<tbody>
<tr>
<td>of total net positive impacts</td>
<td></td>
</tr>
</tbody>
</table>
Creative Consulting & Networking
The event and the online resources are part of the Leveraging Innovative Finance Together (LIFT) program, an initiative made possible with the support of WISIONS of Sustainability. LIFT aims to strengthen the capacity of sustainable energy, water and sanitation enterprises in Asia.
Nexus launched the **Finance Solutions Map** is a directory of 125 funds and financial instruments available to clean energy, water and sanitation enterprises in Southeast Asia.

After months of research and dialogue with various partners, Nexus developed an online tool. Entrepreneurs can use the filter function to identify potential funding. The Map is complemented by additional resources also available on the Nexus website.

A list of **14 financial and non-financial tools** utilized to scale enterprises in these sectors are accompanied by their definition. Potential challenges and benefits are included to highlight the financier and entrepreneur perspective. To further promote mutual understanding and the replication of successful financial products, Nexus has also produced case studies.

The **case studies** offer an overview of the financial scheme with a focus on learnings, impact measurement and risk mitigation. Nexus worked closely with financiers to share implementation insights.

[Click here](#) to view the Finance Solutions Map presentation.
During the “Demystifying Financiers’ Approaches to Risk” session, Nexus’ Executive Director, Jennifer asked an esteemed panel about their unique perspectives on risk.

The speakers represented a diverse range of financiers, including impact investors, a local bank, chamber of commerce and a clean energy enterprise based in Myanmar. The panelists shared their advice with an engaged audience:

- “Business is like a marriage, you need to think long-term. If it’s going to fail, (you) want it to fail in the right way.” - U Saw Dino Ku, A-Bank
- “We offer software and other operational tools to help SMEs manage risk, but you need to have the data (usage and smart meters) to leverage them.” - Jugnu Pati, Bamboo Capital Partners
- “You need to show investors a credible face, we want to see dynamic and flexible entrepreneurs who can demonstrate how the business model can adjust and respond to risk.” - Peter Crowhurst, British Chamber of Commerce in Myanmar
- “Get to know your data - know what your consumer uses and their ability to pay. Be flexible and pick up the phone when customers call.” - Nathalie Risteau, Mandalay Yoma
- “Think big dream big and know when your data is fact or assumption.” - Dondi Hananto, Patamar Capital
- “Business is like a marriage, you need to think long-term. If it’s going to fail, (you) want it to fail in the right way.” - U Saw Dino Ku, A-Bank
After the speakers shared their insights on risk mitigation, tolerance and management, the audience was able to engage with them directly in breakout discussion groups.
Aligning on Impact

Using the framework of the Impact Management Project (IMP), we asked three enterprises to pitch their business plans. Judges evaluated the presentations on the following pillars:

- What
- How much
- Who
- Contribution
- Risk

Click here for Aligning on Impact Presentation Slides
Aligning on Impact: Enterprise Spotlights and Interactive Discussion

Spotlight presentations by three social enterprises working in the clean water and sustainable energy sectors.

Each speaker was asked to prepare a 2-minute pitch with an emphasis on how their business monitors, quantifies and communicates impact! The presenters did a phenomenal job of showcasing their environmental, social and economic impacts. Have a look at their spotlight decks!

Rachel Pringle, CEO, Hydrologic
Click here for the Hydrologic Spotlight

Francesco Carocci, Project Manager, OTAGO
Click here for the OTAGO Spotlight

Anastassiya Likhacheva, CFO, SolarHome
Click here for the SolarHome Spotlight
Thanks to the Impact Judges!

Judges then shared their feedback and asked each speaker impact-focused questions.

Margarita Manzo
Senior Investment Manager, Nexus for Development

Geoff Revell
Managing Director, HappyTap Co.

Brianna Losoya-Evora
Senior Impact Analyst, ANDE

Peter Witton
Director & Co-Founder, Anthem Asia
About ANDE Myanmar Entrepreneurial Ecosystem Snapshot

The Myanmar Snapshot provides an in-depth look at the web of support for entrepreneurs. These are point-in-time estimates of an entrepreneurial ecosystem within Myanmar. Data gathered identifies key stakeholders, distinguishes if they provide financial or nonfinancial services, and matches the type of intervention with the corresponding stage of company growth. Visitors can view a summary or overview of specific regions, gain a deeper understanding of specific challenges and opportunities to overcome constraints, and more.

Check out the Snapshot on our online portal >>
Download PDF of the Snapshot >>
Recommendations for the Myanmar Entrepreneurial Ecosystem

Lightning Round: Addressing the gaps

"Best Practice for Building Talent and Work Readiness Skills"
Dr. Aung Win | Rector | University of Yatanarpon Cyber City

"Programme on Entrepreneurship and MSME support in Myanmar"
Aye Pearl Hlaing | Monitoring & Evaluation Officer | International Labour Organization

"Aggregating Industry Demand for Tech"
Dominic Mellor | ADB Ventures lead | Asian Development Bank
Looking forward:
Working session with Ecosystem Actors

This session was designed for all ecosystem actors to build collaborations by asking two key questions: “I'm curious about.../need support with ...” and “I have knowledge/experiences to share in ...”

Framed around 6 main themes:
- Talent/Training
- Finance
- Partnership
- Research & Information Sharing
- Building Entrepreneurial Culture & Mindset
- Markets
Top 3 of I'm curious about/need support with …
- Trainings in Finance, Technical Assistance, Business Development, Management Training
- Tech Training for Entrepreneurs

On Talent/Training

I have knowledge/expertise in …

Tech Training
- Sexier management "trick of the trade" (Pact)
- Technical support & tech transfer (University of Yatanarpon Cyber City)
- E-learning system (Good Return)

Renewable Energy Training
- Energy / mini hydropower assessment planning (skat.co)
- Micro hydro PV Training (Rams, Village Renewable Energy Systems)
- Rural based micro-mini hydro tech (ntec.co.id)
- Economic development through better access to energy (GERES)
- Leadership development (HappyTap Co.)
- Expertise in turbine design (Win Theki Di Turbine)
- Solar mini-grid, Solar PV Technician Training (Mee Panyar)
- Industrial engineering & Char-Briquettes Market (Otago)

Management Training
- Project management professional certification (Infra Capital Myanmar)
- Business management global training (ILO)
- Impact measurement (ANDE)

Youth Training
- Guidance on what works for youth entrepreneurs (FHI 360, FHI Ventures)
- German-Myanmar Young Entrepreneurs Mentoring Program (TWE-KAW PHA LEH)

Financial Training
- SGB Investment Management (ANDE)
- Mentoring for Myanmar manufacturing & SMEs (Delegation of German Industry and Commerce Myanmar)
- Financial literacy (Good Return)

Ed Training
- Agriculture for state institutes (AgriProFocus)

General Training
- Incubation, design, storytelling (Impact Hub Yangon)
- Government engagement / Policy (GGGI)
On Finance

Top 3 of I'm curious about/need support with ...
- Creating platform for SMEs funding
- Knowledge sharing on how to access finance & technical assistance
- How to mobilize international and private investors to support co-investment

I have knowledge/expertise in ...

Access to Finance
- Investment (Insitor Impact Asia Fund)
- Business development, investment readiness, market assessment (UBERIS)
- Microfinance, debt finance for SMEs (Good Return)
- Energy Project Financing (Nexus for Development)
- Investment in early stage projects (InfraCapital Myanmar Re-Ex)
On Partnerships

I have knowledge/expertise in ...

Multi Stakeholder Partnerships
- Facilitating partnerships and linkages between stakeholders (Smart Power Myanmar)

Financing Partnerships
- Partnering with financial capacity building (Catholic Relief Services)

Digital Partnerships
- Blockchain tech web application/Cryptocurrency (Skybit)
- Websites prospecting (Koe Koe Tech)
- Mobile based disbursement and repayment platform (Zigway)

Other
- Inclusiveness in Business (ICCO/Truvalu)

Top 3 of I'm curious about/need support with ...
- How to set up successful Public Private Partnerships
- B2B investment/value chain/waste management
- Mobile money/mobile payment

Nexus for development
On Research & Info Sharing

Top 3 of I'm curious about/need support with …
- Data sources, data analysis, market research
- How to compile lessons learned & storytelling
- Myanmar context research (legal, policy environment, taxes)

Communicating Impact
- Impact Measurement & Management (ANDE)

Landscape Mapping
- Entrepreneurial Ecosystem Snapshots (ANDE)
- Network of multi-stakeholder in Agribusiness (Myanmar Agriculture Network)
- MSME 10-year plan/ Social Entrepreneurship Snapshot (Impact Hub Yangon)

Best Practices
- Team Development Best Practices (InfraCapital Myanmar-ReEx)

Youth
- Youth Entrepreneurship Guidance (FHI 360/FHI Ventures)

Marketing/Market research
- Measuring & financing category marketing (HappyTap Co.)
- Rural Energy Market Research/Assessment (Smart Power Myanmar)
- Doing Good Index Survey (Myanmar Centre for Responsible Business)

I have knowledge/expertise in …
On Markets

Top 3 of I'm curious about/need support with ...
- Market Standardization
- Market insights (waste recycle, agri products)
- Effective Business Development

I have knowledge/expertise in ...
Marketing/PR
- PR, Events, Digital marketing (TODAY Ogilvy)
Market insights
- Sustainable char briquettes market for production and sales (OTAGO)

On Building Entrepreneurial Culture & Mindset

Top 3 of I'm curious about/need support with ...
- Networks (Angels, SMEs, Industry, Crowdfunding)
- Addressing cultural barriers to women engagement
- How to build business mindset

I have knowledge/expertise in ...
Business Development
- Market expansion (Seedstars)
Networks
- Entrepreneurship Tech startup Coworking space & Startup hubs (Seedstars)
Addressing Barriers
- Addressing cultural barriers to women’s engagement (GGGI)

Nexus for development
The key one for me: impact measurement needs to be deeper and go beyond general statements that lack specific data points.

How local entrepreneur could upgrade their ability to be accessible to funding sources. And, linking them with consultancy firms that could fill their capacity/knowledge gap.

Networks Establishment, model for SMEs- Donors and Institutions.

Networking, networking, networking.

1. Top down approaches for implementing best practices don’t work
2. Bridge knowledge gap practitioners

**Based on menti.com code 89 43 91**
Voices from participants

“I really liked the interactive format. It was a good mix of passive and active sessions.”

“More practical case study presentations around specific topics (esp investments made, structure, process, outcomes). Practical examples of successful and unsuccessful investments from investor and invested perspective.”

“Liked the speed networking bingo and the final session sharing on different topics of expertise.”
Leverage the Finance Solutions Map!
The Map is a dynamic database that will continue to be expanded upon over time. We invite you to explore the online resources and contact Nexus at LIFT@nexusfordevelopment.org with any financial products as well as financial or non-financial tools that should be included on our page.

Interested in writing a case study?
Nexus is looking to partner with finance providers and enterprises interested in sharing their experience leveraging innovative finance. To get involved, contact us!

Finance social enterprises.
Are you an investor interested in scaling early and growth-stage enterprises? Click here to learn more about our innovative funds. Are you an impact-driven SME seeking capital to scale your business? Click here to determine if you meet our investment eligibility criteria.

Talk about the workshop!
Our objective for this event was to accelerate entrepreneurship in Asia by promoting more direct dialogue and increased understanding between ecosystem actors on access to finance. We look forward to future opportunities and partnerships for the LIFT Program!

Connect and get introduced
- If you would like to learn more about any knowledge and expertise offered (see slides on Crowdsourcing Boards during the “Looking Forward” session), reach out to us. We are happy to facilitate introductions!

Join our next event in Yangon!
- Save the date for ANDE Global Accelerator Learning Initiative (GALI) roadshow on May 8th, 2019 at Yangon Innovation Center. Click here to register>>
- Check out our GALI online portal (galidata.org): Use interactive filters to explore our dataset of over 13,000 startups, learn about the landscape of accelerators, and search a directory of accelerators from around the world.
- Access various other publications, including thematic data briefs.

Stay in Touch!
- Learn more about ANDE’s activities in the region HERE

Next Steps from Nexus and ANDE